

Message Text

LIMITED OFFICIAL USE

PAGE 01 BRUSSE 00846 301807Z

62

ACTION EUR-12

INFO OCT-01 ISO-00 PM-03 L-02 CIAE-00 INR-07 NSAE-00

RSC-01 EB-07 COME-00 TRSE-00 SS-15 SP-02 NSC-05 PA-01

USIA-06 PRS-01 ACDA-05 MC-01 SIL-01 LAB-04 /074 W

----- 098002

R 301638Z JAN 75

FM AMEMBASSY BRUSSELS

TO SECSTATE WASHDC 3033

OSAF/I&L WASHDC

LIMITED OFFICIAL USE BRUSSELS 0846

DEPT FOR EUR AND PM

SEC. USAF FOR ASST. SECRETARY SHRONTZ

EE.O. 11652: EXEMPT FROM DECONTROL

TAGS: MASS, BE

SUBJECT: F104 REPLACEMENT

1. HERE IS THE RECORD OF THE FIRST MEETING OF THE EMBASSY,
MAAG, AND GENERAL DYNAMICS TASK FORCE HELD ON JANUARY 27.

2. (BEGIN TEXT)

PARTICIPANTS

EMBASSY GENERAL DYNAMICS

MR. RENNER MR. PHELAN

COLONEL EGGINGTON MR. MURPHY

MR. BARDOS

MAJOR TYSON

MR. NAVEZ

3. RECORD

THE MEETING COVERED THREE TOPICS:

A. EXCHANGE OF INFORMATION,

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 BRUSSE 00846 301807Z

B. ACTION REQUIRED, AND

C. PRODEDURES FOR FOLLOW UP.

4. EXCHANGE OF INFORMATION

THE EMBASSY AND THE MAAG MADE THE FOLLOWING POINTS:

A. THE PRACTICAL MEANING OF GENERAL DYNAMICS' OFFER OF COPRODUCTION IS NOT FULLY UNDERSTOOD BY THE BELGIAN INDUSTRIES CONCERNED.

B. STORIES IN THE BELGIAN PRESS RECENTLY HAVE QUESTIONED WHETHER ANY REPLACEMENT FOR THE F-104S IS NEEDED NOW AND WHETHER THE F-16 IS AS GOOD A PLANE AS EITHER THE YF-17 OR THE F-1.

C. THE BELGIAN GOVERNMENT HAS NOT YET MADE A DECISION ON WHICH PLANE TO BUY AND WOULD NOT AT THE EARLIEST UNTIL THE REPORT OF THE FOUR-NATION CONSORTIUM HAD BEEN RECEIVED AND EXAMINED. THE DECISION WILL BE TAKEN BY THE MINISTERIAL COUNCIL, CHAIRED BY PRIME MINISTER TINDEMANS.

5. REQUIRED ACTION - GENERAL

AGREEMENT WAS REACHED ON THE FOLLOWING ACTION AGENDA:

BEFORE CONSORTIUM REPORT IS ISSUED

ACTION BY EMBASSY AND MAAG

LAY LOW.

ACTION BY GENERAL DYNAMICS AND PRATT AND WHITNEY

EXPAND AND DEEPEN THEIR CONTACTS WITH THE POTENTIAL BELGIAN SUB-CONTRACTORS AND RELEVANT LABOR GROUPS TO EXPLAIN IN DETAIL THE PRODUCTIO AND EMPLOYMENT BENEFITS THAT WOULD ACCRUE TO THEM IF BELGIUM SELECTS THE F-16.

AFTER CONSORTIUM REPORT IS ISSUED

ACTION BY EMBASSY AND MAAG

CONTINUE TO MAINTAIN CLOSE CONTACT WITH THE BELGIAN GOVERNMENT AND KEEP OUR CASE BEFORE THE APPROPRIATE MINISTERIES, INCLUDING EXPLAINING WHY THE U.S. AIR FORCE SELECTED THE F-16.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 BRUSSE 00846 301807Z

ACTION BY GENERAL DYNAMICS AND PRATT AND WHITNEY

CONTINUE TO INTENSIFY THEIR CONTACTS WITH BELGIAN SUB-CONTRACTORS.

DEVELOP AND PUT INTO ACTION QUICKLY A MAJOR CAMPAIGN TO INFORM THE BELGIAN PUBLIC ABOUT THE PERFORMANCE CHARACTERISTICS OF THE F-16, WHY THE U.S. AIR FORCE SELECTED IT, THE CO-PRODUCTION ARRANGEMENTS, AND THE TECHNOLOGICAL ADVANTAGES. THE EMBASSY AND THE MAAG WILL GIVE GENERAL DYNAMICS FULL SUPPORT,

ADVICE, AND ASSISTANCE.

6. ACTION REQUIRED - SPECIFIC

THE EMBASSY AND MAAG SET FORTH THEIR VIEWS OF THE CONCRETE ACTION REQUIRED WITHIN THE FRAMEWORK OF THE ABOVE GENERAL APPROACH:

A. A CONCERTED EFFORT SHOULD BE MADE BY GENERAL DYNAMICS AND PRATT AND WHITNEY TO PROVIDE DETAILED AND TO THE POINT INFORMATION TO THE PRESS, IN FRENCH AND DUTCH, WHICH COULD BE USEFUL IN SHIFTING THE PRESS'S ATTENTION FROM ITS PRESENT PHILOSOPHICALLY HOSTILE ATTITUDE TO A MORE DETAILED ANALYSIS OF THE ADVANTAGES OF THE F-16 OVER ALL OTHER COMPETITORS AND THE ECONOMIC AND EMPLOYMENT ADVANTAGES OF THE U.S. OFFSET OFFER.

B. IN THIS CONNECTION, THE USE OF THE F-16'S GROUND ATTACK CAPABILITIES SHOULD BE STRESSED TO COUNTER CLAIMS THAT IT IS LIMITED SOLELY TO AN AIR COMBAT ROLE.

C. GENERAL DYNAMICS SHOULD HIRE A LOCAL REPRESENTATIVE, WELL-CONNECTED AND FLUENT IN DUTCH AND FRENCH, TO ESTABLISH AND NURTURE RELATIONS WITH THE MEDIA. THIS SHOULD BE DONE QUICKLY.

D. TO BALANCE THE CURRENT EMPHASIS ON BELGIAN SUB-CONTRACTS IN WALLONIA, PARTICULAR ATTENTION SHOULD BE PAID TO THE FLEMISH AREA OF BELGIUM WHEN DISCUSSING THE ECONOMIC AND EMPLOYMENT ADVANTAGES OF THE F-16.

E. GENERAL DYNAMICS AND PRATT AND WHITNEY SHOULD EXPLAIN DIRECTLY TO THE INVOLVED LABOR UNIONS THE EMPLOYMENT BENEFITS FOR THEM IF BELGIUM BUYS THE F-16. LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 04 BRUSSE 00846 301807Z

GENERAL DYNAMICS SUGGESTED THAT THE EMBASSY AND THE MAAG COULD BEST EXPLAIN TO THE BELGIAN GOVERNMENT WHY THE U.S. AIR FORCE SELECTED THE F-16.

GENERAL DYNAMICS AND THE EMBASSY HAD ARRIVED INDEPENDENTLY AT THE IDEA OF GENERAL DYNAMICS AND PRATT AND WHITNEY SPONSORING A TRIP TO THE UNITED STATES OF SELECTED EUROPEAN JOURNALISTS.

7. PROCEDURE

IT WAS AGREED THAT:

A. A JOINT TASK FORCE (THE EMBASSY, THE MAAG, GENERAL DYNAMICS, AND PRATT AND WHITNEY) WAS ESTABLISHED AND WOULD MEET

REGULARLY. THE NEXT MEETING WAS SCHEDULED FOR 10:00 A.M. ON JANUARY 30.

B. THE EMBASSY WOULD SEND GENERAL DYNAMICS ITS DAILY REVIEW OF IMPORTANT BELGIAN PRESS STORIES, INCLUDING THOSE ON THE F-104 REPLACEMENT.

C. THE MAAG WOULD OPEN ITS FILE OF PREVIOUS EMBASSY DAILY PRESS REVIEWS TO GENERAL DYNAMICS AND PRATT AND WHITNEY.

D. THE EMBASSY WOULD BRIEF GENERAL DYNAMICS ON THE BELGIAN LABOR GROUPS POTENTIALLY INVOLVED IN CO-PRODUCTION. (END TEXT)RENNER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY AIRCRAFT, SALES, INSTRUCTIONS, MEETING DELEGATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 30 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BRUSSE00846
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750035-0504
From: BRUSSELS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975018/aaaaagly.tel
Line Count: 183
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 09 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 APR 2003 by MartinML>; APPROVED <10 APR 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: F104 REPLACEMENT
TAGS: MASS, BE, GENERAL DYNAMICS TASK FORCE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006